

Export Success Stories

- ❖ Gold Eagle Company, a manufacturer and distributor of aftermarket fluids was put in contact with a Dominican distributor of engine lubricating oils when the foreign buyer required our assistance in identifying U.S. suppliers. This match was realized through domestic team member Robin Mugford out of our office in Libertyville, Illinois, and our international team member Isolde Frias out of our office in Santo Domingo. The effort resulted in a sale worth over \$48,000.
- ❖ A manufacturer of windshield wiper systems and fractional horsepower motors, used CS support to expand their international sales and marketing plans. Gail Snyder, our domestic Automotive Team member out of our office in Portland, Oregon, counseled company representatives on Commercial Services programs, provided market research, and gave them access to educational programs. Company representatives attended an Export Strategies Seminar, which covered marketing, distribution, finance, and documentation to expand their knowledge base. Trade Specialist Snyder also set up consultation appointments for the manufacturer to meet with staff in our offices in Guadalajara. The company is now actively exporting to Mexico, a value to date of approximately \$24,000. This client has since broadened its S. America plans by starting